
IMPORTERS' QUESTIONNAIRE
PRODUCT FROM COUNTRY

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than INSERT DATE

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its **countervailing duty/antidumping** review investigation concerning **PRODUCT** from **COUNTRY** (inv. No. **xxx** (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported **PRODUCT** (as defined in the instruction booklet) from any country since **DATE OF ORDER**?

G NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

G YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this review in any other investigations or reviews of the same or comparable products which are conducted by the Commission under title VII of the Tariff Act of 1930. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average **XX** hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

G No **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from **COUNTRY** to the United States?

G No **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from countries other than **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from countries other than **COUNTRY** to the United States?

G No **G** Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of **PRODUCT**?

G No **G** Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Please indicate the nature of your firm's importing operations on **PRODUCT**. More than one answer may be applicable.

G Importer of record	G Takes title to the imported product(s)
G Consignee of the imported product(s)	G Customs broker or freight forwarder

- I-8. If your firm is an importer of record of **PRODUCT** but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-9. Please indicate whether your firm enters **PRODUCT** into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones **G** No **G** Yes--list location(s):

Bonded warehouses **G** No **G** Yes--list location(s):

PART I.--GENERAL QUESTIONS--Continued

I-10. Please indicate whether your firm imports **PRODUCT** under the TIB (temporary importation under bond) program.

G No **G** Yes

I-11. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

G No **G** Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **INVESTIGATOR** (202-205-xxxx). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title Phone No.

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of **PRODUCT** since **DATE OF ORDER** (the date on which the **countervailing duty/antidumping duty** order under review became effective)?

G No **G** Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of **PRODUCT** in the future?

G No

G Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

G No

G Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-5. Has your firm imported or arranged for the importation of **PRODUCT** from **COUNTRY** for delivery after March 31, 1999?

G No

G Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. If your firm also produces **PRODUCT** in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-7. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **PRODUCT** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: _____

G All other sources combined¹

(Quantity in SPECIFY UNITS, value in \$1,000)				
Item	1997	1998	Jan.-Mar. 1998	Jan.-Mar. 1999
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)				
IMPORTS:²				
<i>Quantity</i> of imports				
<i>Value</i> of imports				
U.S. SHIPMENTS:				
Commercial shipments:				
<i>Quantity</i> of commercial shipments				
<i>Value</i> of commercial shipments				
Internal consumption/company transfers:				
<i>Quantity</i> of internal consumption/transfers				
<i>Value</i> ³ of internal consumption/transfers				
EXPORT SHIPMENTS:⁴				
<i>Quantity</i> of export shipments				
<i>Value</i> of export shipments				
END-OF-PERIOD INVENTORIES⁵ (<i>quantity</i>)				
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)				
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)				
¹ Please identify these sources: _____				
² Please identify the foreign producers, if known: _____				
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1997 and 1998 below: _____				
⁴ Identify your principal export markets: _____				
⁵ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?				
G Yes G No--Please explain: _____				

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-8. Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

- II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

G No

G Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

(Quantity in SPECIFY, value in dollars)		
Period of shipment	Quantity	Value
1997:		
January-March		
April-June		
July-September		
October-December		
1998:		
January-March		
April-June		
July-September		
October-December		
1999:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS

- III-B-1. Please describe how your firm determines the prices that it charges for sales of **PRODUCT** (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.) If your firm issues price lists, please include a copy of a recent price list with your submission.

- III-B-2. To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** during January 1997-March 1999? Also discuss any anticipated changes in raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- III-B-3. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-4. What are your firm's typical sales terms for **PRODUCT** imported from **COUNTRY** (e.g., 2/10 net 30 days) _____? On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered) _____?

- III-B-5. Approximately what percentage of your firm's sales of **PRODUCT** imported from **COUNTRY** are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-6. What is the average lead time between a customer's order and the date of delivery for your firm's sales of **PRODUCT**? _____

III-B-7. What is the approximate percentage of the total delivered cost of **PRODUCT** that is accounted for by transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____ percent. 1,000 miles? ____ percent.

III-B-8. What is the geographic market area in the United States served by your firm's imports of **PRODUCT** from **COUNTRY**? Note any changes in market area since **YEAR OF ORDER** (the year the **countervailing duty/antidumping duty** order under review became effective) and any anticipated changes for the future.

III-B-9. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of **PRODUCT** influenced the U.S. wholesale market price of **PRODUCT** since **YEAR OF ORDER**?

G No

G Yes--Please identify any such firm(s) and note the time period when the firm(s) influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

III-B-10. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of **PRODUCT** imported from **COUNTRY** in the U.S. market since **YEAR OF ORDER**. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--MARKET FACTORS--Continued**

- III-B-11. Please discuss any anticipated changes in terms of the availability of **PRODUCT** imported from **COUNTRY** in the U.S. market in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- III-B-12. Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers such as tariffs, quotas, or other non-tariff barriers) that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- III-B-13. Have there been any significant changes in the product range or marketing of **PRODUCT** since **YEAR OF ORDER**?

G No **G** Yes--Please describe.

- III-B-14. Please discuss any anticipated changes in terms of the product range or marketing of **PRODUCT** in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-15. What other products may be substitutes for **PRODUCT**, and how frequently does such substitution occur?

III-B-16. Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since **YEAR OF ORDER**?

G No **G** Yes--Please explain.

III-B-17. Describe the approximate price sensitivity of the substitutions listed above (i.e., by what percent would the current price of **PRODUCT** have to increase, all other prices remaining constant, before your customers would start to substitute the listed products for **PRODUCT**).

III-B-18. Please discuss any anticipated changes in terms of the substitutability of other products for **PRODUCT** in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-19. Describe the end uses of the **PRODUCT** that you import from **COUNTRY**.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-20. Discuss any changes in the end uses of **PRODUCT** since **YEAR OF ORDER**.

III-B-21. Please discuss any anticipated changes in terms of the end uses of **PRODUCT** in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-22. How has the demand within the United States (and outside the United States if known) for **PRODUCT** changed since **YEAR OF ORDER**? What were the principal factors affecting changes in demand?

III-B-23. Please discuss any anticipated changes in **PRODUCT** demand in the United States and, if known, the rest of the world, in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-24. Please compare market prices of **PRODUCT** in U.S. and non-U.S. markets, if known.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-25. Are the U.S.-produced and imported **PRODUCT** from **COUNTRY** (**separately for and among each subject country if more than one**) generally used interchangeably (i.e., can they physically be used in the same applications)? Please comment separately for the U.S. market and other markets, if known.

G Yes **G** No--Please explain, by country.

III-B-26. Are the U.S.-produced and NONSUBJECT imported **PRODUCT** (i.e., product imported from countries/firms not subject to this review) generally used interchangeably?

G Yes **G** No--Please explain, by country.

III-B-27. Are NONSUBJECT imported **PRODUCT** and imported **PRODUCT** from **COUNTRY** generally used interchangeably?

G Yes **G** No--Please explain, by country.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-28. Are there any differences in product characteristics or sales conditions between U.S.-produced **PRODUCT** and **PRODUCT** imported from **COUNTRY** (**separately for and among each subject country if more than one**) that are a significant factor in your firm's sales of **PRODUCT**?

G No

G Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

III-B-29. Are there any differences in product characteristics or sales conditions between U.S.-produced **PRODUCT** and NONSUBJECT imported **PRODUCT** that are a significant factor in terms of competition among these products in the United States?

G No

G Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

III-B-30. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported **PRODUCT** and imported **PRODUCT** from **COUNTRY** that are a significant factor in your firm's sales of **PRODUCT**?

G No

G Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from **COUNTRY**.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-31. Are price differences between U.S.-produced **PRODUCT** and **PRODUCT** imported from **COUNTRY** (separately for and among each subject country if more than one) a significant factor in your firm's sales of **PRODUCT**?

G No

G Yes--Please explain and identify the countries of origin for which you are responding.

III-B-32. Are price differences between U.S.-produced and NONSUBJECT imported **PRODUCT** a significant factor in terms of competition among these products in the United States?

G No

G Yes--Please explain and identify the countries of origin for which you are responding.

III-B-33. Are price differences between NONSUBJECT imported **PRODUCT** and imported **PRODUCT** from **COUNTRY** a significant factor in your firm's sales of **PRODUCT** imported from **COUNTRY**?

G No

G Yes--Please explain and identify the countries of origin for which you are responding.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-34. Has the availability of NONSUBJECT imported **PRODUCT** changed since **YEAR OF ORDER**?

G No

G Yes--Please explain.

III-B-35. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from **YEAR OF ORDER** to the present and forecasts for the future.

III-B-36. Does your firm purchase or sell **PRODUCT** over the internet?

G No

G Yes--Please describe, noting the estimated percentage of your firm's total purchases/sales of **PRODUCT** in 1999 accounted for by internet transactions.
